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# AMERICAN NURSERMAN

AMERICAN NURSERY TRADE BULLETIN

Chief Exponent of the American Nursery Trade

Vol. LVII No. 4

FEBRUARY 15, 1933

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### PLANT PATENTS

New plants to which patents have been granted since President Hoover signed the amendment to the Patent Act in May 1930 are:

No. 19—Dahlia, to Harold L. Ickes, Hubbard Woods, Ill., July 19, 1932. A dahlia characterized by its Coral red color shading to Eugenia red toward the center, involute florets and strong healthy growing habits.

No. 20—Yellow Rose, to Earl H. Mann, to E. G. Hill Co., Richmond, Ind., Aug. 23, 1932. Characterized by the deep rich golden color of the major portion, its fragrance, long and stiff stems, and the pointed shape and long length of its buds.

No. 21—Cerulea Rose, to Earl H. Mann, to E. G. Hill Co., Richmond, Ind., Aug. 23, 1932. Characterized by its deep cerise pink bloom, with a yellow base at its petals, its large and pointed buds, its sweet scented spicy fragrance, its long and strong stems, and its prolific production of blooms.

No. 22—Rose, to Chas. N. White, Medina, N. Y., Aug. 23, 1932. Fragrant, semi-double hybrid tea rose, characterized particularly by its amber yellow color, its vigorous growing habits and relative freedom from thorns.

No. 23—Rose, to Robert Lee Catron, to E. G. Hill Co., Richmond, Ind., Aug. 23, 1932. Characterized by its bloom being brilliant cerise in color, having a delicate and attractive fragrance of long duration, and in which the petals are unusually prolific and of very large size.

No. 24—Carnation, to William Sim, Saugus, Mass., Aug. 30, 1932. Characterized by a bronzy yellow color suffused with pink and with a white edge.

No. 25—Hybrid tea rose, to Wallace R. Pierson, Cromwell, Conn., August 30, 1932. Characterized chiefly by its golden yellow color, full petalage, stems free of spines and thorns, and semi-glossy leaves.

No. 26—Strawberry, to Bert W. and Bud H. Keith, Sawyer, Mich., Aug. 30, 1932. Characterized by its conic to large conic shape, its firmness, and its fine canning qualities.

No. 27—Mushroom, to Louis F. Lambert, Coatesville, Pa., Sept. 20, 1932. Characterized by a white cap with floccose scales oxidizing to a pale buff or golden tint.

No. 28—Rose, to Walter D. and Josephine D. Brownell, Providence, R. I., October 4, 1932. Characterized by the golden yellow color of its petals, the form and size of its bloom, its stiff long stem, the intense fragrance, and its remontant and ever-blooming habit.

No. 29—Cherry, to Levi R. Taft, East Jordan, Mich., to Stark Brothers Nurseries, Louisiana, Mo., October 4, 1932. Characterized by the lateness of ripening period of its fruit, as shown.

No. 30—Cherry, to Levi R. Taft, East Jordan, Mich., to Stark Brothers Nurseries, Louisiana, Mo., October 4, 1932. Characterized by the earliness of the ripening period of its fruit, as shown.

No. 31—Peach, to Maurice A. Blake, New Brunswick, N. J., to New Jersey State Agricultural Experiment Station, New Brunswick, N. J., October 11, 1932. Characterized by the self fertile peculiarity of its flower, and the white fleshed characteristic, the color and ripening season of its fruit, as shown.

No. 32—Freesia, to Gerald Hew Dalrymple, Southampton, England, to C. J. Van Bourgondien, Babylon, N. Y., October 11, 1932. Characterized particularly by the "lavender-mauve" color and large size of its blossoms, the large number of blossoms per spike, four blossoms open at a time, and ample foliage of a light green color.

No. 33—Hybrid Tea Rose, to Paul M. Pierson, Ossining, N. Y., October 11, 1932. Characterized particularly by its rose to rose-red color as distinguished from the rose pink to deep rose pink color of the somewhat similar variety known as Briarcliff.

No. 34—Carnation, to Abner B. Shaw, North Dartmouth, Mass., to Stephen E. Shaw, North Dartmouth, Mass., October 11, 1932. Characterized particularly by its deep pink or red color tones, its large size and almost perfect form, its strong stem and calyx cup which prevents bursting, its vigorous growth and freedom from disease.

No. 35—Carnation, to Russell Engle, Kokomo, Ind., to Thomas L. Knipe, Kokomo, Ind., October 18, 1932. Characterized by unusually large flowers, the petals of which are generally a rich cream in color and streaked and tinged with flame and with pink.

No. 36—Dahlia, to Jessie J. Broomall, Eagle Rock, Cal., to Charles G. Reed, Lawrence, Mass., October 18, 1932. Characterized by its white bloom having distinctive greater dimensions diametrically and axially and all parts of the bloom having relatively proportionate dimensions.

No. 37—Carnation, to William Sim, Saugus, Mass., October 25, 1932. Characterized particularly by the intense deep pink color of its blossoms, their full and almost perfect formation, delicate fragrance and extraordinary keeping qualities; and by the vigorous growing habits of the plant and its ease of reproduction due to the unusual growth of side shoots.

No. 38—Rose, to Matthias Leenders, Teyl, Netherlands, to Jackson & Perkins Co., Newark, N. Y., October 25, 1932. Characterized by the bronze color of the flower, the length of the bud, and its prolific habit of growth as shown and described.

No. 39—Brambleberry, to Percy W. Meredith, Oregon City, Ore., October 25, 1932. A new variety of brambleberry substantially as shown and herein described. (Herein meaning in the patent papers).

No. 40—Thornless barberry, to William Sutherland, Boulder, Col.; to Stark Bros. Nurseries, Louisiana, Mo., Nov. 8, 1932. Characterized particularly by the absence of spines and the intense scarlet color of its leaves, as herein shown and described.

No. 41—Cherry, to Luther Burbank, deceased, to Elizabeth W. Burbank, executrix, Santa Rosa, Cal.; to Stark Brothers Nurseries, Louisiana, Mo., Nov. 8, 1932. Characterized by its vigor of growth, the toughness of its wood, and the large size and absence of susceptibility of cracking and rot of its fruit.

No. 42—Grape, to Herman J. B. Wiederkehr, Altus, Ark., to Stark Bros. Nurseries, Louisiana, Mo., Nov. 8, 1932. Characterized particularly by the early ripening, exceptionally large size, and superior quality of its fruit, as herein shown and described.

No. 43—Freesia, to Edward A. Manda, East Orange, N. J., Nov. 8, 1932. Characterized by its long pure white, gracefully tapering perianth and flat opening floral segments.

No. 44—Freesia, to Gerald Hew Dalrymple, Bartley, Southampton, England, to C. J. Van Bourgondien, Babylon, N. Y., Nov. 22, 1932. Characterized particularly by its large orange colored flowers, profuse growth and blooming habits and rapidity of reproduction.

No. 45—Rose, to Emile J. LeDuc, Danville, Pa., Nov. 29, 1932. Characterized particularly by its large, strong, almost thornless stems, the very dark crimson scarlet shading of its flower and the maintenance of the persistency of these characteristics.

No. 46—Strawberry, to Oliver C. Cordrey, deceased, Salisbury, Md., by Hannah E. Cordrey and Eastern Shore Trust Company administrators, Salisbury, Md., and Ernest W. Townsend, Salisbury, Maryland, assigned to Ernest W. Townsend, November 29, 1932. Characterized by its heavy plant growth, strong producing qualities, its early ripening of berries of superior color and shape, and having a distinctive, sprightly, aromatic flavor.

No. 47—Pecan, to William H. Brake, Rocky Mount, N. C., November 29, 1932. Characterized particularly by its extraordinarily thin shell, its regularity of shape, its plump kernels of good flavor, its superior cracking-out qualities, its regularity and sureness of fruiting and its relative freedom from diseases.

No. 48—Plant or rosebush, to George B. Hart, Brighton, N. Y., December 6, 1932. Characterized by having roses in which the outside base of the petals is of light cadmium yellow in color, blending into alizarine pink, the inside of the outer petals being rose colored veined with Tyrian rose and the inner petals being eosine pink in color suffused with rose Tyrian, as shown.

No. 49—Rose, to Nicholas Grillo, Milldale, Conn., December 20, 1932. Characterized particularly by its large white flowers having conical or pointed centers often slightly suffused with pink.

No. 50—Rose, to James Didato, Middlesex, N. J., December 20, 1932. Characterized particularly by its reddish-pink buds, opening into a yellow flower with pink-tipped outer petals.

No. 51—Peach, to W. F. Ramsey, Okanogan, and Andrew T. Gossman, Wenatchee, Washington, December 20, 1932. Characterized particularly by higher coloring, better flavor, almost entire absence of fuzz, firmer flesh and superior shipping qualities.



## AMERICAN NURSERYMAN ---- February 15, 1933

**EDITORIAL DEPARTMENT**—Communications on any subject connected with Commercial Horticulture, Nurseries or Arboriculture are cordially invited by the Editor; also articles on these subjects and papers prepared for conventions of Nursery or Horticultural associations. We also shall be pleased to reproduce engravings relating to these topics, Orchard Scenes, Cold Storage Houses, Office Buildings, Fields of Stock, Specimen Trees and Plants, Portraits of Individuals, etc. Engravings will be made from photographs at cost.

**Advertising**—Last forms close (semi-monthly) on the 10th and 25th of each month. If proofs are wanted, copy should be on hand one week earlier.

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"AMERICAN NURSERYMAN" will not accept advertisements that do not represent reliable concerns.

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L. M. GEMINDER  
General Manager

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**WHAT THIS MAGAZINE STANDS FOR**—Clean chronicling of commercial news of the Planting Field and Nursery. An honest, fearless policy in harmony with the growing ethics of modern business methods.

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Though it happens that its place of publication is in the eastern section of the country, it is thoroughly National in its character and international in its circulation.

Its news and advertising columns bristle with announcements from every news corner of the Continent.

It represents the results of American industry in one of the greatest callings—Commercial Horticulture in all its phases of Nursery Stock, Orchard and Landscape Planting and Distribution.

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## DIRECTORY OF NURSERY TRADE ASSOCIATIONS OF AMERICA

American Association of Nurserymen—Charles Sizemore, Secy., Louisiana, Mo. July 18-20, 1933, Chicago, Ill.

Alabama Nurserymen's Association—H. A. Pauly, Secy., Birmingham.

Arkansas Nurserymen's Ass'n.—W. M. Moberly, Secy., Sulphur Springs. Aug. 1933, Fayetteville.

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Oregon Nurserymen's Ass'n.—Eldon Dering, Secy., Peterson & Dering, Portland.

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Pennsylvania Association of Nurserymen—H. L. Haupt, Hatboro, Pa.

Rhode Island Nurserymen's Association—V. A. Vanicek, Secy., Newport.

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Southern California Nurserymen's Ass'n.—Chas. N. Kelter, Secy., 159 So. Balm Dr., Beverly Hills, Cal. Hold monthly meetings.

Southern Nurserymen's Association—W. C. Daniels, Sec'y., Charlotte, N. C. Aug. 1933, Jacksonville, Fla.

South Texas Nurserymen's Ass'n.—R. H. Bushway, Secy., 304 McGowen Ave., Houston.

Southwestern Nurserymen's Association—Mrs. Thomas B. Foster, Secy., Denton, Tex.

Tennessee Nurserymen's Association—Prof. G. M. Bentley, sec'y., Knoxville. December, 1933, Nashville.

Twin City Nurserymen's Association—J. Juel, secy., Hoyt Nurs., St. Paul, Minn.

Virginia Nurserymen's Association—W. N. Roper, Secy., Petersburg. Aug. 14, 1933, Alexandria.

Western Association of Nurserymen—George W. Holsinger, Secy., Rosedale, Kan.

Western Canada Nurserymen's Association—T. A. Torgeson, Sec'y., Estevan, Sask.

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The Nurseryman's Forte:  
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# AMERICAN NURSERYMAN

[Reg. U. S. Pat. Off.]

## The Chief Exponent of the American Nursery Trade National Journal of Commercial Horticulture

Entered September 6, 1916, at Rochester, N. Y., Post Office as second class mail matter

WITHOUT OR WITH OFFENSE TO FRIENDS OR FOES, I SKETCH YOUR WORLD EXACTLY AS IT GOES—BYRON

Vol. LVII

ROCHESTER, N. Y., FEBRUARY 15, 1933

No. 4

## Some Facts About the Dutch Elm Disease

### Nurserymen Asked To Cooperate in Immediate Eradication of This Disease Wherever It Occurs—Disease Resistant Elm Varieties Being Sought

By O. N. Liming, Div. Forest Pathology, Bureau Plant Industry, U. S. D. A., Cooperating with Ohio Agr. Expt. Station

In 1930, about 10 years after the Dutch elm disease began its ravages in Europe, four elms with this disease were found in Ohio. The Federal quarantine regulations which restrict the importation of elms probably made possible the ten years of grace which America enjoyed. Meanwhile, the disease had spread over all central Europe and into England, killing and seriously damaging the elm trees. In Europe it has taken on somewhat the same aspect as is presented by chestnut blight in America.

According to the latest reports from Holland, the Dutch elm disease again appeared in epidemic form in 1932 and spread over areas which heretofore had been relatively free from the disease. The authorities in Berlin apparently have given up hope of saving the elms there. The magnificent elms in the Louis XVI Palace Grounds, at Versailles, are being destroyed by this disease. In England it has killed elms so effectively as to have definitely altered the appearance of the countryside. The first reports of the disease in Italy indicate that it may seriously attack the elms there.

#### Symptoms and Cause of Disease

A good description of the symptoms of the Dutch elm disease appeared in the October 1, 1932 issue of the *American Nurseryman*. The first evidence of the disease is usually the sudden wilting of the leaves and twigs of a branch or of the entire tree. The wilted leaves may dry up while still green and remain on the tree for a short time. If a clean cut is made across a diseased stem, a brown stippled discoloration in the spring-wood may be observed. The cambium, when exposed by peeling the bark, may be marked with a series of short, brown streaks.

The Dutch elm disease is caused by *Graphium ulmi*, a fungus related to some of those causing blue stain of pines and hardwoods. According to the English authorities, the fungus produces spores abundantly on stumps and fallen logs of diseased trees. European scientists report that wind and various other agencies may carry the spores to nearby trees and thus contribute to the spread of the disease.

#### Eradication Measures

In very general terms, the factors and conditions which are believed to be instrumental in the spread of the disease in Europe are present in America. Further, there seems to be no method of controlling this disease once it is thoroughly established in a locality. Therefore, to avoid the chances of having another major epidemic similar to chestnut blight, it appeared necessary that the disease in America be eradicated immediately.

To carry out this eradication program, the Bureau of Plant Industry immediately cooperated with the Ohio Agricultural Experiment Station in forming the Dutch Elm

Disease Laboratory at Wooster, Ohio. During the last three summer scouts employed by the Federal and State governments have made a systematic survey for diseased elms in the immediate vicinity of the original diseased trees. A general survey has also been made along the highways and in the larger cities in Ohio and neighboring states. Nurserymen and the interested public all over the United States have assisted greatly by reporting and sending in specimens from diseased elms.

Eight cases of the Dutch elm disease have been found in America; three in 1930 and four in 1931 in Cleveland, and one in 1930 in Cincinnati. All of the disease found was eradicated immediately after its discovery by burning the infected material. No new cases of the disease were found in 1932, but this does not mean that it may not be present in areas not covered by the limited scouting mentioned above. As far as has been reported, these eight trees constitute the extent of the disease outside of Europe.

#### Other Diseases Similar

It is unfortunate that there are other elm diseases which resemble the Dutch elm disease. At the present time, it is impossible to identify definitely the disease in the field. Laboratory diagnosis is the only sure method by which it can be determined. For the laboratory work, about a half dozen small branches from  $\frac{1}{4}$  to 1 inch in diameter and 6 to 8 inches in length, are desired. The best specimens are from a part of the tree which is diseased but not dead. The specimens should be wrapped securely and

mailed, together with a description of the tree, to the Dutch Elm Disease Laboratory, Wooster, Ohio.

#### Not Native of America

There are several facts which indicate that the disease is not native to this country. The strain of the fungus isolated from the elms in America has been found by Dutch pathologists to be very virulent and capable of causing serious disease on American elms. They report also that the American elms growing in Europe are very susceptible to the disease. The fact that the eight infected elms which were found in America were seriously diseased is a further indication that it is not a native disease.

How the Dutch elm disease got into the United States and whence it came has not yet been determined. Because the importation of elms has been restricted since 1919, it is unlikely that the fungus was introduced with elm Nursery stock. The fact that all eight of the diseased elms were native trees, either growing in their original places or at least in their original neighborhood, also indicates that the disease did not originate in a Nursery. A close inspection of packing material has been made to find whether it is likely that leaves and twigs of diseased trees have been brought in along with bulb and shrub importations from Europe. In two lots, elm leaves have been found, but in culture tests they did not produce the Dutch elm disease fungus.

It is possible that the fungus may have been introduced with plants other than  
(Continued on page 66)

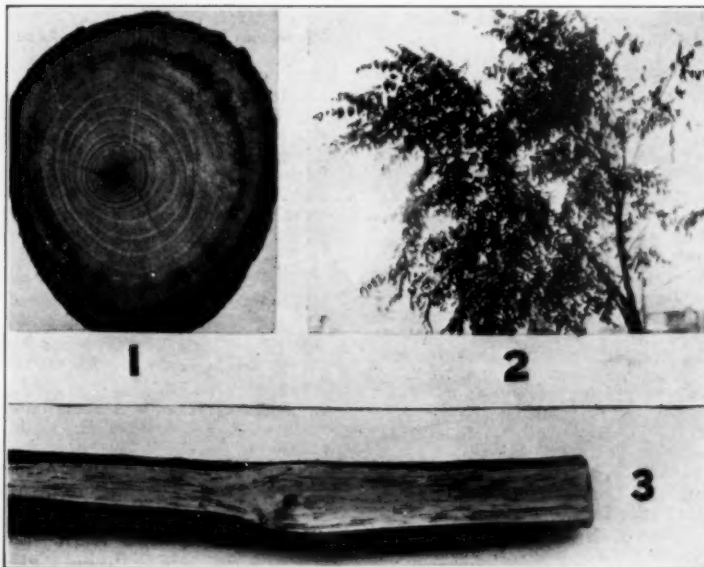


Figure 1 shows the stippled brown-black discoloration in the spring wood of a branch with the Dutch elm disease

Figure 2. Typical wilting of an elm tree in Cleveland caused by *Graphium ulmi*, the fungus causing the Dutch elm disease

Figure 3. Longitudinal section of small infected branch with the bark removed. It shows the short brown-black streaks in the cambium and sapwood.



# State Competition Threshed Out At Convention

State Authorities Promise Full Cooperation in Behalf of Nurserymen's Interests—  
Need for Definite Police Duty Clearly Emphasized

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The feature of the annual convention of the Pennsylvania Nurserymen's Association was a discussion on the subject of State Grown Trees furnished at a low price to planters. It was shown that the Department of Forests and Water, as well as the Department of Agriculture, were giving first-class cooperation to the best of their ability within the limits of the law in order to stop state grown trees getting into hands of planters as ornamentals in the metropolitan areas.

The Department of Forests and Water in charge of the distribution of these trees pointed out the necessity for reforestation, and while relatively small acreage of state land could be planted, a much larger area in private hands needed planting. As the matter now stands no state grown trees are furnished for planting on land worth more than \$100.00 per acre. It would be inconsistent to lower this land valuation for the reason that even on some of the better farms can be found sections unfit for cultivation, yet all appraised at \$100.00 or more along with the better land. On many farms, even if such farms as were worth considerably more than \$100.00 per acre, plenty of land could be found that was unfit for cultivation and serviceable only for forest planting. It was further shown that it was an economic necessity for the state at large to encourage planting of trees by farmers on such land as they may own and which was not serviceable for farming purposes.

The Secretary of Agriculture, Mr. McSparren, pointed out that while the Nurseryman's oxen were being gored quite severely, the farmer's animal had not escaped either, and that all the state-owned institutions, hospitals, poor houses, houses of correction, etc., etc. were today, and have from time immemorial, produced their own milk, poultry, eggs, pork, vegetables and other products of the soil and would be compelled to continue doing so in spite of the fact that to a very considerable extent it interferes with the farmer's sales.

The Superintendent of Rockville Penitentiary's Nursery project said that the state needed to grow trees in order to find work for the unfortunate admitted to its care, in order to provide employment for them. True enough, employment interferes to some degree with free labor, but it was not considered human to keep even prisoners in idleness, and even with the present program only approximately one-half of the inmates of the state institutions could be employed.

If I should summarize, the net results of the conversation, which was quite prolonged and intense, were practically limited to the program already in use by the State Forestry Department. No definite promise was held out for further relief, but it was clearly indicated by the officers of the state present that they would put forth a great effort to make it at least difficult to have trees that have been supplied by the state at \$2.00 or \$3.00 per 1000 enter into competition with the Nursery trade, largely because the State Department of Agriculture was prohibited from issuing certificates of inspection for state trees, and such trees could not be moved without such a certificate or license. One of the troubles was, it seemed to be nobody's business to police this part; it was up to the Nurserymen to "hang the bell around the cat's neck." You probably heard the story about the public meeting the mice

## Phony Peach Disease Quarantine Revoked

Federal Plant Quarantine No. 67, issued in 1929 to prevent the spread of the phony peach disease, has been revoked, effective March 1, according to an announcement by the Secretary of Agriculture. In the opinion of the department, the further spread of this disease can be controlled more satisfactorily by improved and modified Nursery inspection methods in the various states than by the enforcement of the type of Federal quarantine regulations now in effect. The department plans to cooperate with the state Nursery inspectors in developing adequate inspection methods. Officials expect that the states will prepare this month to make the required inspections.

Lee A. Strong, Chief of the Bureau of Plant Quarantine, says that when the quarantine was placed by the department it was believed, as a result of surveys made in 1926, 1927, and 1928, that the disease was confined to the states of Georgia and Alabama, although it was known to have been present in Georgia for some fifty years. Surveys in 1929 and 1930 disclosed infections in Mississippi, Texas, Arkansas, Louisiana, Tennessee, North Carolina and South Carolina. Surveys in 1931 revealed infections in Florida and Illinois. In all of these states, except Mississippi, Louisiana, and South Carolina, the infections were discovered only in limited areas and the quarantine was extended on November 30, 1931, to the entire states of Louisiana, Mississippi, and South Carolina, and to parts of the states of Arkansas, Florida, Illinois, North Carolina, Tennessee, and Texas, as well as those parts of Alabama and Georgia which were not already under quarantine. Surveys in 1932 revealed a few infected trees in Southern Oklahoma and in Southeast Missouri. Scattered infections were also discovered in 1932 in new localities in Arkansas, Illinois, and Texas.

The smallness of the area in which the disease was known to occur when the quarantine was first issued, together with the inauguration of an intensive eradication campaign by the department in cooperation with the states, justified the original placing of the quarantine, in the opinion of department officials. Since that time, however, the disease has been found scattering through extensive areas, says Mr. Strong, although there are no locations outside of Georgia and

Alabama where infection has been present a sufficient length of time to cause serious loss in commercial orchards. The funds available to the department for quarantine activities have not been increased and funds for eradication activities have been reduced. The widely separated infections in some of the states concerned have made the enforcement of intrastate quarantine regulations by these states impracticable, thereby complicating the problem of maintaining Federal control of interstate shipments.

As its research work has developed, the Bureau of Plant Industry has been increasingly impressed with the importance and potential seriousness of the phony peach disease to the peach industry, and to the limit of its ability will endeavor to encourage prompt activities wherever infected trees are found. For the immediate future, however eradication must depend largely on the cooperative activities of the states.

Apparently the disease is transmitted from one tree to another only through the roots. Investigation by the Bureau of Plant Industry points so strongly to the peach root borer as the carrier of the disease that it seems reasonable to believe that it will be possible to reduce the danger of spreading the disease by preventing the movement of borer-infested trees from Nurseries in areas infested by the peach borer.

State inspection officials should undertake the critical inspection of Nursery stock budded on peach, nectarine, apricot or almond stock, either at digging time or at any other times that will insure that no borer-infested stock leaves the Nursery. This should give more effective protection than would be possible by continuation and extension of the present type of Federal quarantine. Moreover the Federal quarantine is considered less essential to the present retarded program of phony peach eradication than it was to the original plan of intensive and rapid eradication.

The revocation of the quarantine does not mean the abandonment of interest in this disease, says Mr. Strong. The Bureau of Plant Quarantine will plan to cooperate, in so far as funds and facilities permit, in the establishment and execution of uniform and efficient methods of inspection and certification of Nursery stock as to freedom from borer injury.

**Minnesota's First State Nursery**—A significant step in Minnesota reforestation has been put under way by the establishment of a state Nursery at Badoura for the production of desirable trees for planting on state lands. The product of the Nursery cannot be sold or given away to private individuals or groups under the 1931 law authorizing the Nursery's creation.

The area for the Nursery, which may be followed by the establishment of others as they are needed, consists of a level tract of 200 acres of sandy soil. A lookout tower, patrol cabin and experimental weather station is maintained at the Nursery site with buildings to accommodate Nursery operations and a series of wells to provide a large supply of water.

A charter to operate a Nursery has been granted to Twenty-fifth Street Nursery, Inc., Miami, Fla. Fred Streetzel is one of the directors.

It had been found that the cat was causing great depredation among the mice population, and it was suggested that some one should hang a bell around the cat's neck, but it appeared there were no volunteers.

It was recommended by the executive committee that one-half of the dues for 1933 should be collected now; more later if needed.

A. E. Wohlert

## IDAHO ASSOCIATION OF NURSERYMEN

Sidney A. Nelson, Boise, Secy.

The election of officers at the January meeting of the Idaho Association of Nurserymen was as follows: D. C. Petrie, Boise, president; F. B. Wood, Boise, vice-president; Sidney A. Nelson, Boise, secy.-treas.

During the four years of the organization's existence it has spent most of its time in efforts to put an end to the sale of ornamental Nursery stock by the University Forest School. It has not combated the Clarke-McNary distribution but the sale at cost (so-called) of evergreen and deciduous trees to all comers. The results seem to have been fairly effective as the State Board of Education which controls all educational institutions in the state, and is in addition the Board of Regents of the University, ordered the cessation of the practice. The association unanimously gave W. D. Vincent a ringing vote of thanks for his constant and wholehearted effort to correct this abuse.

The association again agreed that we as individuals would, in so far as possible, cease to buy stocks from any wholesale firm whom we found selling to the retail trade at wholesale price and that we would pass the information around to all our membership.

David Petrie, Pres.

# Electrifying the Nursery Industry

## Soil Heating With Electricity Latest Development—Destined To Become of Much Importance—Benefits Not Yet Fully Realized

By G. H. Poesch, Department of Horticulture, O. S. U., at Nurserymen's Short Course, Columbus, Ohio

**E**LECTRICITY has as many uses in the Nursery business as it has in other industries. The Nursery industry has not made very much progress in making use of this type of energy. There are no needs of enumerating the uses of electricity in the Nursery, but I will briefly list a few of the ones that are the most outstanding today.

### Electric Coal Stoker

Ever since the first stokers were manufactured forced draft was used, but this forced draft was not automatically regulated with the use of an electric motor that is being used today. Everyone knows that a stoker will pay for itself within 4 to 6 years. The use of electricity makes the stoker more efficient in its operation. By having a motor-driven stoker the most commercial returns are obtained. One grower reported that the cost of electricity to operate his stoker from October 15 until January 10 of this year was a trifle under \$10. The cost of electricity was figured at 3c per k. w. h. In this same establishment the stoker has replaced the night man for the past five years. Larger savings have been reported from operators of larger areas of glass.

### Electric Spray Machines

The use of sprayers about the Nursery, in the greenhouse and in the seed beds is without doubt very essential. It has been proven by experimentation that the most effective spraying is accomplished when the pressure is 200 pounds per square inch. It has also been determined that the insecticide or fungicide is more effective if applied with a 200 pound pressure than one applied with 50 pound pressure. There are many home made spray machines that could be equipped with a ¼ h. p. electric motor and a suitable pump that would generate 200 pounds and have a rate of flow from 2 to 3 gallons per minute. The cost of electricity would not exceed 4 cents per hour.

### Stationary Spray Machines

For greenhouse or seed bed spraying this type of spray machine is becoming more popular. The spray machine is stationed at a central location and equipped with an electric motor, usually of ¾ to 1 h. p. capacity. Pipes are then piped over the desired area. The spray hose is attached to the pipe line and in this way no carting of the spray machine is necessary.

### Motor-driven Shredders

The electrically driven motor is more efficient and economical than the gasoline motor. The use of an electrical motor on shredders of all types is recommended.

### Power for Irrigation

The factor of irrigation is becoming of greater importance each year, not only in the Nursery but also in large orchards. Overhead irrigation and the ooze system are the two types of any merit in this state. Overhead irrigation requires from 30 to 50 pounds of pressure. The ooze system requires an output of at least 600 gallons per hour. At least a 2 h. p. motor is necessary depending upon the source of the water.

### Electric Heating

Soil heating with electricity was first done by Jacobson, a Norwegian engineer, who found that plant growth was materially stimulated by the heat which was dissipated from an overloaded transmission system. Various heating systems were developed in Norway and Sweden.

It was in 1926 that a man associated with a Washington state power company recognized the electric hotbed heater as an aid to the Nurseryman, gardener and florist. He developed new methods of heating and today we have two classes of heaters. One class is known as immersion heater or cable. This cable contains a 19 or 22 gauge wire insulated with asbestos and coated with a continuous sheath of lead. The other class of heater consists of coiled or straight

resistance wire, mounted on insulators in frames.

The cable is flexible and may be used to greater advantage than the individual unit system. The cable is placed 5 to 6 inches below the surface of the land or soil and 60 feet of cable with 0.5 ohm resistance per foot will heat 36 to 40 square feet of bench area. The value of using additional heat for cuttings and grafts is essential, especially a uniform heat is necessary.

The individual unit requires the building of a separate space for the placement of the heating element. In case of a propagating bench this may easily be done by adding another compartment to the under side of the bench. A thermostat is used on this heating unit and may easily be adjusted from 50 to 100 degrees F.

Statements have been made by many advocates of electric soil heating that one of the desirable features was the ability to hold the soil temperature constant by means of thermostatic control. This is a fallacy. No soil or air in hot bed, cutting bench, greenhouse, or cold frame can be made to approach constancy, unless the external heating influences of sun and air are eliminated; and that is not practical or desirable. Even in midwinter, soil under glass in the sunshine may absorb enough of the sun's heat to raise the temperature above that of the thermostat setting. What the thermostat does is to maintain a more constant minimum temperature, which is the temperature we are most interested in. Nature provides daily cycles of temperatures of wide range under which plants thrive, providing the minimum and average temperature are not too low.

The cost of operating electrical heating units will depend upon the cost of the current, the desired temperature and the location of the material to be heated. A 60 foot No. 19 Michrome wire with 0.52 ohms resistance per foot will consume 385 watts per hour of operation. The cost of current will vary from ½ cent to 6 cents per k. w. h. The amount of current used will depend if the sand or soil is in a greenhouse or out of doors and again this will depend upon the amount of insulation present. Kable reported that where ten inches of cinders on the sides and eight inches on the bottom during freezing weather in early April, with thermostats set at 65° to 70°, resulted in a saving of 26 to 31 percent of the power. Cinder insulated beds warm up more than earth beds before electric heat was turned on. Earth covered cinder banks acted as heat absorbers in sunny weather. The bed soil protected by cinders warmed up more quickly under the influence of the sun and cooled off more slowly at night.

Abstract from the work done by the Southern California Edison Company shows that with the use of lead sheath wire in the sand, Araucarias were well rooted in three months, with 85% of the cuttings producing strong, thrifty plants against 50% ordinarily obtained. Bougainvillea was rooted in about one-half the time ordinarily required and a much larger percentage produced strong thrifty plants. We have obtained a quicker and higher rooting with the use of cable for additional heat.

The cost of electricity consumed during the time the cuttings are in the cutting bench will vary. One large Nursery in New York State reported that its current cost 1 1/8 cents per sash for a 44 day period. Softwoods were used and propagated in summer. The cable was substituted for the manure. When over 3000 cuttings are under one sash the cost per cutting is very small.

The cost per graft when the grafts are spaced so that 15 are in a square foot amounts to .0051 cents per graft.

Heat from wire hastens germination of seeds also increases the percentage of seed germination. Seeds may be started later in the season and still be on time as compared with the older methods.

### EASTERN NURSERYMEN'S ASSOCIATION

Russell Harmon, Stroudsburg, Pa., Secy.

Much of the time at the annual mid-winter convention of the Eastern Nurserymen's Association was given over to a discussion of quarantine matters and state embargoes.

Albert Meehan, reporting for the Quarantine Committee of the A. A. N., cited the activities of this committee in the association's fight for increased Federal appropriations to fight the Japanese Beetle and maintain present Federal control and certification. He also outlined how the committee was making strenuous attempts to secure sufficient appropriations for the eradication of the new Gypsy Moth infestations in Pennsylvania and Long Island.

There was considerable discussion as to the effect of individual state embargoes against certain hosts of the Corn Borer, such as hollyhocks, chrysanthemums, dahlias, etc. and the hardships such embargoes were making upon the Nurserymen.

C. W. Stockwell, of the Japanese Beetle Quarantine offices, showed a map outlining the 1933 boundaries of the infested territory and commented upon the situation as it now exists. Several members asked what measures had been taken to economize in the department, particularly in regards to scouting. In reply to this Mr. Humphreys of Andorra Nurseries outlined the increased efficiency that had taken place under Mr. L. H. Worthley and Mr. Stockwell, citing specific instances.

Dr. Headlee, New Brunswick, N. J., outlined the Gypsy Moth situation, its dangers and the tremendous havoc this pest has wrought in our forests. He stressed the need for increased appropriations to eradicate the new infestations in Pennsylvania and Long Island, it being his firm opinion that in this case it would be great economy to spend whatever sums were necessary for such eradication.

A preliminary report of the convention deliberations, including election of officers, appeared in the February 1 issue of the American Nurseryman, at page 50.

### TWIN-CITY NURSERYMEN'S ASSOCIATION

E. E. Johnson, Minneapolis, Minn., Secy.

At a meeting of the Twin Cities Nurserymen's Association on January 18 at St. Paul, the following officers were elected for 1933: President, H. S. Reid, St. Paul; vice-president, Franc P. Daniels, Long Lake; secretary-treasurer, E. E. Johnson, Minneapolis.

H. G. Loftus read a communication by C. H. Andrews, Faribault, regarding attempts to maintain the 3-cent postal rate on first-class mail. Nurserymen were urged to write their Congressmen to oppose a continuance of the present rate.

E. C. Killmer reported for the committee on advertising; he introduced Mr. Rosacker, of the St. Paul Despatch, who stated that, while he did not pretend to know the Nursery business, the Nurserymen's problems were similar to those of other industries in that they had first to make an appeal and then sell. He discussed advertising and its many phases thoroughly.

One of Parkton, N. C.'s outstanding enterprises is the Proctor Nurseries, owned and operated by Mr. and Mrs. D. C. Proctor. The Proctor Nurseries are now in their sixth year of successful operation. Some of the grounds immediately surrounding the Proctor home, in Parkton, are planted in Nursery stock, while seven additional acres on the edge of town are also used in the cultivation and growing of all kinds of shrubs, evergreens and kindred lines of Nursery stock.



# Old Timers' Dinner Proves Good Drawing Card

Ohio Association Holds One of the Most Successful Meetings in Years—General Feeling One of Optimism and Confidence in the Future

**W**RAPPED in beeswax to keep them alive, scions of 27 named varieties of apple trees were carried in saddlebags from Massachusetts to Marietta, Ohio, about 1790 and there were grafted on to seedling apple trees by William Putnam, grandson of Israel Putnam of Revolutionary fame. Thus was begun the first Nursery in Ohio and from that humble beginning the Nursery Industry has grown until Ohio has become one of the leading states in production of Nursery stock.

This story of how the first Nursery in Ohio was established, as told by Prof. Wendell Paddock, veteran horticulturist of Ohio State University, was one of the highlights of the Ye Old Time Dinner that opened the twenty-sixth annual convention of the Ohio Nurserymen's Association, held at Columbus January 26 and 27. Henry S. Day of Fremont acted as toastmaster.

Other old timers present at the dinner continued the story. Thomas McBeth of Springfield, oldest Nurseryman in the state, told of propagation methods in vogue fifty years ago. A. R. Pickett of Clyde related how the Ohio Association was organized, just 25 years ago, in January. Fletcher Bohlander told how the idea of selling Nursery stock through department stores first originated more than twenty years ago. Advertising methods of earlier days and how he grew fruit trees in summer and peddled them in winter to get his start in the Nursery business was related by A. S. Buskirk of Independence.

"It is obvious that the wholesale Nursery must find a new outlet for its stock in these times," said E. B. George of Painesville, in comparing old selling methods with those of the present, "so we are seeing the Nursery business wrapped up in cellophane and moved into department stores, maybe just back of the teddies and pinkies or in the basement with household supplies."

As these and other speakers, older men and some of the younger, told the story of the old times and compared them with present day problems, there was an obvious change in the spirits of the Nurserymen present and a note of cheerfulness and enthusiasm developed that was noticeable.

The dinner was unique and as word of what it was to be spread about, so many attended that the hotel management had to enlarge the table space twice before all could be accommodated. As the Nurserymen and their wives filed into the room, they saw a long table lit by candles in old time brass candle sticks. The food was all on the table, turkey all carved, noodle soup in large cooking pans, pies uncut, salads in bowls and no waiters in sight. Everybody had to dish up his own.

Some 52 attended the dinner. At the close it was voted to make Ye Olde Time Dinner an annual event for the association meeting. This dinner on Thursday evening came at the close of the two-day Nursery school at Ohio State University.

The convention opened Friday morning and was for one day only, in comparison with the two-day sessions of other days. The program, under the direction of President Royce Pickett, was considerably changed from other years also. There was no president's annual address. The convention proceeded to take up business at once by reading of the minutes by Secretary G. Walter Burwell and appointment of nominating and auditing committees.

The meeting consisted mainly in hearing of routine committee reports and discussion of quarantine and legislation matters of interest to the membership. The association voted not to endorse a bill now before the legislature providing for licensing of tree surgeons. At the close of the morning session new officers were elected for the year. The afternoon meeting was in the form

**President**—Thomas B. Medlyn, W. A. Natorp Co., Cincinnati.

**Vice-President**—Wilber G. Siebenthaler Company, Dayton.

**Secretary**—G. Walter Burwell, Burwell Nurseries Company, Columbus.

**Treasurer**—Raymond E. Imlay, Imlay Company, Zanesville.

**Executive Committee**—Herman Brumme, Cassinelli & Brumme, Cincinnati; J. J. Grullemans, Wayside Gardens Company, Mentor.



THOMAS B. MEDLYN  
Newly Elected President Ohio Ass'n.

of two round table discussions. The first, begun in the morning, was a discussion of specialty items for the average Ohio Nursery, led by Thomas N. Medlyn of Cincinnati. A. M. Grube, of the Lakewood Nurseries, reported on azalea and rhododendrons and commented on the varieties he had found suitable. Roses were discussed by Howard S. Chard, of Storrs & Harrison Co., and a list was recommended. Howard N. Scarff, of W. N. Scarff's Sons, submitted a list of various fruits suitable for Ohio conditions.

Merchandising was the general theme for the second round table discussion, led by Clarence O. Siebenthaler of Dayton. Mark Aukermann, of South Vienna, gave an interesting discussion of display grounds in selling and related how he handles crowds of several thousand a day. Selling the big order was discussed by Herman Brumme of Cincinnati; he stressed that mutual confidence between buyer and seller as one of the first essentials. How a survey was kept going in these times by giving more attention in handling the small order most efficiently and most profitably was handled by Miss Frances Dubois of Wilbur Dubois and Son, Cincinnati. Rock plants that sell was the topic of the talk by Miss Eleanor Nieman of Cincinnati.

The entire day's program was handled by members of the association, with no outside speakers. While the total attendance was not as large as in some former years, it was noticeable that those present stayed in the convention room, listened and took part in business and discussions. It was the prevailing opinion that it was one of the most successful meetings held in years. While nobody was willing to go on record that the depression is over, there was a much better feeling than a year ago.

A number of Nurserymen from other states were present, among them were Walter W. Hillenmeyer and J. F. Donaldson of Kentucky, John Fraser of Alabama and Harry Malter of Michigan.

**Bushes Grow in Trees**—In Warren County, N. Y., a U. S. D. A. blister rust control agent removed eight wild gooseberry bushes from five maple trees that were growing along an old road. Two of the bushes were fruiting heavily and were above planted white pine. The bushes were growing so high in the trees that an extension ladder had to be used to reach them.

## Offer Thirteen New Grapes

Thirteen varieties of grapes, all originated at the New York State Experiment Station at Geneva and deemed the best of more than 20,000 seedlings from numerous crosses made in the Station vineyards during the past 25 years, are listed in the catalog of new fruits issued recently by the New York Fruit Testing Association. The Association cooperates with the Experiment Station in the propagation and distribution of the new varieties of fruit developed by the Station fruit specialists. A copy of the catalog may be obtained free of charge by addressing a post card request to the Station at Geneva, N. Y.

"All of the men who have undertaken to improve native grapes, and there have been many," says Dr. U. P. Hedrick, Station Director, in commenting on the new grape varieties, "have chosen as their chief task hybridization with the European grape to obtain a combination of the fruit characters of the European grape with the vine characters of American grapes. Twenty-odd thousand hybrid grapes have been grown on the grounds of the State Experiment Station at Geneva in the last 25 years with this end in mind and with a high degree of success."

Among the 13 new varieties are five white grapes, four reds, and four black sorts. The white kinds include Brocton, Golden Muscat, Ontario, Portland, and Seneca. For the red varieties there are Dunkirk, Hanover, Keuka and Urbana. The black sorts are Fredonia, Sheridan, Watkins, and Wayne.

While all of these new sorts are believed to be well worth trying, the Station fruit specialists are especially enthusiastic over Fredonia, which they call the earliest good black grape; Golden Muscat, described as "the handsomest and best flavored grape grown in eastern America;" and Keuka which "no grape surpasses in flavor" according to the Station specialists.

## MISSOURI NURSERYMEN'S ASSOCIATION

William A. Weber, Affton, Secy.

The two principal matters to come up for discussion at the recent annual meeting of the Missouri Nurserymen's Association were:

Bill No. 121, amending the present "Mechanics and Materialmen's Lien Law" to include general Nursery stock and landscaping, was introduced in the House of Representatives at Jefferson City on January 20. This bill was sponsored by the Missouri Association and it is hoped that all Nurserymen of the state will lend their support in helping this Bill to become a law.

Bill No. 45, introduced in the House of Representatives to abolish the Plant Division of the Board of Agriculture of Missouri, was thoroughly discussed and this association goes on record as being opposed to the abolishing of this division owing to the extraordinary good service which has been rendered the Nurserymen of this state. We urge all Nurserymen to give their loyal support in communicating with their representatives and senators urging the retention of the Plant Division.

In discussing the problems of the Nurserymen of today the general sentiment was for a brighter day looming up back of the heavy clouds which now hover over the Nursery industry. There is still a great deal of surplus and until this is reduced there will not be much change.

George Welch, St. Joseph, Mo., was appointed delegate to the national convention; C. A. Chandler, Kansas City, alternate.

The above named gentlemen were elected president and vice-president respectively. William A. Weber re-elected secretary-treasurer.

Wm. A. Weber, Secy.

Say you saw it in "American Nurseryman"

# AMERICAN NURSERYMAN

American Nursery Trade Bulletin



## CHIEF EXPONENT OF THE AMERICAN NURSERY TRADE

Featuring the Nursery Trade and Planting News of American and foreign activities as they affect American conditions. Fostering individual and associated effort for the advancement of the Nursery and Planting Industry.

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ROCHESTER, N. Y., FEBRUARY 15, 1933

### Ralph Thrall Olcott Founder of American Nursery Trade Journalism

THE FIRST Nursery trade paper in America was established in 1893, as long-time Nursery concerns know, and for nearly thirteen years was conducted under the personal and exclusive direction of the late Ralph T. Olcott, who later founded the AMERICAN NURSERYMAN on broad and untrammelled lines.

"The dean of Nursery Trade Journalists."—John Watson

### A Policy Roundly Echoed

"Cultivated Americans, impatient with cheap sensationalism and windy bias, turn increasingly to publications edited in the historical spirit. These publications, fair-dealing, vigorously impartial, devote themselves to the public weal in the sense that they report what they see, serve no masters, fear no groups."—Time Magazine

### Sound Distribution

"Distribution has been much stressed, perhaps correctly, by executives, organizations and business analysts as the present main problem of industry. Nevertheless, I am of the opinion that there can be no sound distribution that is not based on sound production.

"To find and serve a market is to presuppose a capacity to produce economically, wastelessly. Buyers have a way of seeking out the producer who best serves them at the factory."—Charles Ault, Auburn, Me.

"A paper which gives the best value for the money to the reader will give the best value to the advertiser as well. I don't think there is any argument about the soundness of this view."—H. Dumont, Chicago, Ill., in Printer's Ink.

## The Mirror of the Trade

### DOES THE GHOST WALK AGAIN?

Another quarantine has been slated for revocation! The Phony Peach Disease quarantine will be revoked on March 1, according to an announcement by the U. S. Secretary of Agriculture, given in another column. "For the immediate future," it is announced, "eradication (of this disease) must depend largely on the cooperative activities of the states."

Revocation of this quarantine was along the lines of consensus of opinion among Nurserymen and state regulatory officials who attended the Federal hearing on this quarantine, held at Memphis, Tenn., last December. Almost without exception those present maintained that continuance and extension of this quarantine had worked and would continue to work an unwarranted hardship upon the Nurserymen in the infested areas; and that this disease could undoubtedly be effectively eradicated by a program of education, inspection and eradication without the quarantine regulations as they existed. It was suggested that such a program could probably be carried out by the cooperation of the Federal Government and state officials.

The great danger, of course, in revocation of federal quarantines lies in the possible levying of embargoes instead of quarantines by states outside of the infested areas. Within twenty-four hours of the rescinding of the corn borer quarantine, one state had placed an absolute embargo against all host plants of the borer in every state in which the borer had been found. This was followed by other state embargoes, until today about twelve or fourteen states have placed such embargoes.

Looking at the matter from the state officials' viewpoint, we can readily see that if it is a question of a state quarantine or a state embargo, it will undoubtedly be an embargo, especially in these times when it is necessary to keep expenses down. A quarantine, with all the necessary inspection, takes money to enforce it. An embargo costs nothing but, as Meehan says, "a sheet of paper and a postage stamp and fifteen or twenty minutes' time to write the thing up." So that is why states are placing embargoes rather than quarantines.

"Fortunately," says Chairman Meehan of the A. A. N. Quarantine Committee, "not many Nurserymen ship corn borer host plants and our industry was not greatly affected, (following the levying of state embargoes as a result of revocation of the corn borer quarantine), but consider the results if the Japanese beetle quarantine were to be lifted. All horticultural stock is host to Japanese beetle. Practically any plant at all is a host plant to Japanese beetle; it feeds on practically everything, evergreens scarcely at all, but practically every kind of deciduous plants.

"You can readily see that all shipments of Nursery stock going outside the quarantine zone would immediately be stopped. Can you imagine what it would mean to a large shipper of Nursery stock in New York state, in Pennsylvania, or in New Jersey, if he could not ship his stock out of those three states? Bankruptcy would almost invariably follow.

"What would be the action of those state Nurserymen? Our state laws permit embargoes the same as your state and every other state, and in a few days retaliatory embargoes would be placed and we would have chaos in the industry. Retaliation has never been a good principle. It has never helped

any one and it hurts all, so we must try to work out some plan to prevent embargoes."

The plan Mr. Meehan has in mind and to which much serious consideration is being given has much to do with the guaranteeing by state authorities of the free interchange of Nursery stock (in the event of the rescinding of quarantines through the agency of the Plant Quarantine Control Administration of the Federal Government) which carried a Federal tag certifying that the stock had been inspected and accepted. It is Mr. Meehan's belief that with patience, hard work and cooperation, this plan or a similar one, can be put through. He reported that already many states that had embargoes on corn borer host plants have so modified them as to accept plants bearing federal certification.

Nurserymen should give much serious thought and action to Mr. Meehan's plan for preventing state embargoes, so as to lay the ghost of retaliatory state embargo measures—the ghost that stalks forth every time the subject of revocation of federal quarantines comes up and points a threatening finger at the whole structure of interstate business.

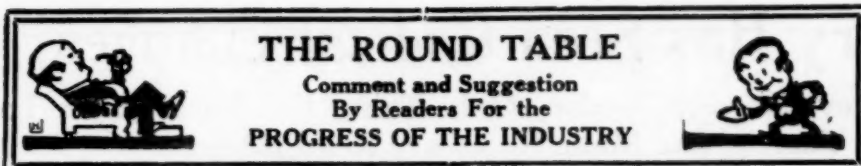
### VALUE OF TRADE ORGANIZATION

Reports, quite regularly, from Secretary Sizemore's office, regarding the freight rate situation have certainly been encouraging to the Nurserymen of the country. Secretary Sizemore has accomplished a lot in the few months since the new Classification on freight rates went into effect last September, which at that time greatly increased rates over the whole country. In a matter of a little over three months, highly successful results were accomplished resulting in lower freight rates; and Secretary Sizemore says that if efforts now being expended are as successful as heretofore, he will have a mighty interesting report for the members at the July convention.

Certainly this fight against the railroad company's freight rate increases by American Association forces—with its so far highly successful results—is a feather in the cap of the national association. It is on problems of this character that action by a united industry, through a national trade organization, is practically a necessity if the matter is to be handled promptly, economically and successfully. It is estimated the fight for lower freight rates will not cost the national association over \$3000—a small sum compared to the \$5,000, \$10,000 and even \$15,000 that shippers in other industries throughout the country have paid for a similar service in the past—and a service not as extensive as that being rendered by the A. A. N. in the present case.

Without a doubt, the larger and more representative the organization, the more force does its deliberations carry. This journal has advocated time and again an organization in this country along the lines of the Canadian Horticultural Council in the Dominion, emphasizing the benefits that would undoubtedly be derived therefrom. Corrective measures sought by a United Horticulture in this country, backed by thousands of members of state, sectional and national horticultural organizations banded in one national unit, should be accomplished in short order because of the exceedingly great amount of influence such an association





## Nurserymen Take Stand on Store Sales Problem

[The Nurserymen of Baltimore have declared against the dealers who sell to chain or department stores. Their stand is complete refusal to buy the product of any dealer who sells to chain or department stores. A meeting of Baltimore Nurserymen was held last month, to fully discuss this subject and to plan future action thereon.—Ed.] Editor *American Nurseryman*:

Having started this local agitation with the Nurserymen (referred to above), your letter of inquiry was referred to me.

There is a lot to be said both from the wholesalers' standpoint as well as from the retailers'. However, being retailers, we find our hands full trying to save our own business, hence view the present situation from that viewpoint.

We have formed here somewhat of a mutual organization; some six or eight, meeting first at one member's Nursery and then at another's the next time. These meetings are now weekly. We thus get acquainted, not only with each other, and our mutual problems, but also with each other's stock.

We believe we can best preserve our own business by helping each other. The quickest and surest returns are to exchange with each other rather than buy our shorts from the wholesalers. When you consider the department store angle it certainly does seem as though the large wholesalers are playing the smaller units for suckers.

Also we can practice group buying where we have to go outside for something none of us may have. We exchange with each other trade information as to where we can get best prices, quality and service. Also such other knowledge or information that we figure will be of use to the members.

So much for the local situation.

A few days ago several of us made a visit to a couple of large wholesale places about 100 miles away. One thing particularly noticeable was the tremendous stocks on hand and from the number of misses in the blocks it was quite apparent sales have been light lately. Yet in visiting the propagating houses every thing was going ahead full blast producing more stock to add to the tremendous over-production hanging over the market. One grower was asked where all the stuff would be sold and he said that was a question that he also would like to know the answer to.

It seems to the writer that the following constitutes the major problems of the industry, from the retailers' standpoint, at least.

First—Tremendous over-production.

Second—Department store sales and dumping.

Third—Poor merchandising methods.

Fourth—Lack of proper leadership in the trade.

First—The overproduction possibly might eventually be remedied were a movement to be sponsored by the national Nurseryman's could bring to bear on any subject under consideration.

It is on matters regarding legislation, tariff, quarantines, Nursery inspection, increased freight rates, reforestation, and the like, that National organizations can take action more effectively than can local or sectional associations. A combined horticultural association should accomplish marvelous results in many lines. Surely, now, more than ever, strong trade associations are needed. Join your trade organizations, support them fully, direct their activities, reap the benefits.

association to curtail production 50% for about two years. Also a movement to burn surplus stocks that could not be moved at fair prices. By this I do not mean prices prevailing four years ago, but prices that would give a fair return based on today's costs.

Second—Department store sales probably are the outgrowth of changing merchandising trends. Possibly it will burn itself out with its own speed. One thing is certain—some Nurseryman grows and supplies the stock. Now this is the point where the argument starts. And there is a lot of logic to both sides of the argument. However, one fact stands out like a lighthouse—that a department store is no logical outlet for Nursery stock; not if one thinks past the actual transaction to see what returns the purchaser receives for his money. Is the store equipped to get the plant into the customer's hands in the freshest, possible condition and is it able to give the purchaser detailed information as to how and where to use the plant, to say nothing of the conditions under which the plant will thrive best? No system of distribution that does not take these things into consideration can be considered permanent or effective. We certainly should boycott every grower that persists in this practice because in so doing he has already thrown us retailers over.

Third—Poor merchandising. This is an orphan laid at the door of the retailer by the wholesaler.

I believe this is undoubtedly true. Since when has the big producer, or wholesaler, been such a wonderful merchandiser. If he were what he is accusing the retailer of not being, would he in a large measure have to resort to consigning to the department stores large stocks to be sold for what they will bring and, in too many instances, being dumped at the end of the season? Why not cooperate with the legitimate retailers through consignment and advertising? In other words would it not be better to strengthen existing outlets which have money invested in the business and are interested in the success of the industry as a whole than to fool with an outlet which will

give shelf space for plants today and tomorrow has turned its attention to something else.

Fourth—Lack of real leadership in the trade. It seems about time that some one should emerge from our larger units with enough prestige to jar the trade into a halt—to stop and see where they are heading. How many of them, for instance, furnish a trade list in which prices quoted are the real prices and the trade so recognizes them. The writer knows of none. Where is a leader who will boldly publish actual selling prices and help to return confidence in the stability of prices irrespective of the level? It looks like a waste of money to put out a price list to the trade and then send a salesman around to sell at half the published prices. It fools no one but actually is developing a fine bunch of "dickerers."

Summing it up, it seems that the small Nurseryman and retailer must look close to see that his dollars are not spent with those that rock his boat. He must keep his merchandising policy abreast of the times. Retail prices should be adjusted to present costs, plus a reasonable mark up. If in 1929 you paid \$1 for a plant and you were working on a mark up of 3½ times cost, or a selling price of \$3.50; and today you buy that same plant for 50c, why should anyone hesitate to sell that plant for \$1.75? Why should this set a precedent or lower the retail price level for all time. I would like to hear other views on this point. Baseball has its Landis and the movies its Hayes. Possibly such a man would pay the Nurseryman.

William A. Reed, Pres.

Liberty Heights Nurseries, Inc.  
Randallstown, Md.

### State Nursery Stock to Individuals

Reforestation in Michigan has been halted for a year, because stock at the state Nursery is not large enough for planting on Michigan's 12 state forests this spring, says the *Detroit Free Press*. This reduction in the activities of the state Nursery has been brought about by curtailment of the reforestation budget of the Conservation Department.

Despite curtailment of planting activities, it is reported both seedlings and transplants will be available as usual for distribution to individuals and for public school and municipal plantings, since this represents only a very small part of the Nursery output, and sufficient stock has been reserved to answer all such demands.

When writing advertisers, say you saw it in the *American Nurseryman*.

## The Little Fellow Didn't Sit Down and Moan



# Nursery Industry Has Seen Radical Changes

**Just Like Other Businesses, Says Nursery Leader—Only Thing For Nurserymen To Do Is To Take Note Thereof and Make Necessary Readjustments**

By President John J. Pinney, Ottawa, Kansas, Before Annual Convention of Western Association of Nurserymen

**L**IKE all other lines of business, the Nursery industry has been undergoing many radical changes during the past few years. It wasn't so long ago that the only means of marketing Nursery stock was the salesman or the mail order catalog. Today we have in addition to these, the radio, roadside sales yards, truck peddlers, and department store Nursery departments. Some of these new methods of marketing are still on trial, but they at least serve to show that the Nursery industry has too long devoted its major efforts to production rather than distribution. Undoubtedly some of these newer methods of marketing are fraught with abuses. The truck peddlers will guarantee anything in order to make a sale but when stock dies they are not to be found to back up their guarantees. The city dweller can buy a shrub for as little as 15c in a downtown department store, but it might be dead before taken out of the store. When Nursery stock was first handled in department stores twenty years ago or more, it was stacked on tables, bare roots, so it was only natural that this method of marketing came into disrepute. In later years, however, department store managers have learned that Nursery stock is perishable and must be handled accordingly. It must be conceded that the Nursery department of large stores in the great cities is a great convenience to the city dweller. Furthermore, it makes buyers of folks who might never use any shrubs or roses otherwise. The proper handling of Nursery stock in stores is a problem that has not been solved but will be some day to the benefit of the entire industry.

## Train Your Salesmen

I, for one, cannot believe that the day of the Nursery salesman is past. He has been the backbone of the Nursery industry and will continue to be a great factor. Consider any other line of business today: How are automobiles sold? Who markets the vacuum cleaners and the washing machines? Who was it that put the radio in every home? The salesman, of course. It isn't likely that any method of selling will be devised that will take the place of the personal contact. As far as the Nursery industry is concerned it is beginning to be quite clear what will have to be done to keep the salesman in his right place. We can not hope to get results if we continue to send out men who are unprepared. In the good old days you could give a man a plate book, order book and price list and tell him to go to it and if he had ordinary ability he could make a success of selling Nursery stock. His prospects did not know much of anything about fruit trees and shrubs, so it took only a slightly superior knowledge on his part to gain their confidence.

But look at the picture today: Folks are pretty well informed on varieties of Nursery stock and are taking great interest in all phases of gardening. You have only to look at the subscription lists of the garden magazines to realize that this interest is genuine. Newspapers that study hard to please their readers have well established garden departments. Garden clubs and

plant societies are active all over the country. The public is beginning to KNOW about trees and plants.

You wouldn't have much confidence in a washing machine salesman who couldn't tell you how the machine was constructed or how it worked. Neither would you have confidence in a tree salesman who didn't know what he was talking about. Then WHY continue to send out such men? True, there are firms who have established training courses for their men before they are sent out, and in most cases these are about the only agency firms that are able to make the grade today. We could learn much from the example of the Dutch Nurseries who send their representatives over here. Ask any of them to tell you about certain tulips or hyacinths and without any hesitation they will give you an accurate description of the variety, its origin, merits, and shortcomings. They are not only thoroughly familiar with their line, but most of them are well educated, highly intelligent men in whom you have implicit confidence. When the American Nurserymen learn to train their salesmen for the job, the Nursery salesman will again take his rightful place in the general scheme of things.

## Propagate New Varieties

While marketing is the most important consideration for the Nurseryman who wants to operate his business for profit, he must not neglect to inform himself on the newer and better varieties that are constantly being introduced and grow those that appear to him to have the best future. He can easily stagnate on varieties and soon be left behind the processions. We are seeing this very thing happen today in the rose industry. Many growers are propagating only those varieties that were popular ten years ago with the result that they are having a hard time to market their products. A variety of merit is quickly introduced to the public these days and the grower who doesn't have what the public wants will soon lose out.

## Highway Beautification

Roadside planting is bound to create a huge market for the Nurseryman. It may be a long time coming, especially here in the middle west where we are not so far away from our pioneer days as they are in the East, but it is surely coming. In this connection, there is a note of warning to be sounded. Many states and municipalities have established or are planning to establish public Nurseries to grow trees and shrubs for this highway development. If these Nurseries get under way, it is not likely that their products will be used exclusively on highways, but will come into competition with the Nurseryman's stock in private plantings. You should be on the lookout for the proposal to establish these public Nurseries.

## As To Prices

As far as prices are concerned, we probably cannot hope for a higher scale. Prices will probably become firm so there will be very little variation from year to year, and one can feel safe in placing advance orders, or contracting for future delivery. With a lower price scale, it will be necessary to cut production costs to meet it.

I have been interested in studying the wholesale prices on Nursery stock for a period of seventeen years preceding the world war. All of these prices were taken from the lists of the same wholesale Nursery so are a fair indication of the general price level of the time.

	1896	1899	1901	1905	1913
Apples	\$.04	\$.06	\$.07	\$.05	\$.08
Pears	.10	.08	.09	.12	.14
Cherries	.07 1/2	.10	.14	.17	.10
Peaches	.05		.04 1/2	.04 1/2	.05
Plums	.10	.06	.12	.18	.15
Apricots	.07 1/2		.10		.10
Rose					
Lushes	.10		.09	.10	.12
Concord					
Grapes,					
per M	8.00	8.50	10.00	10.00	13.00

In some instances wholesale prices have already returned to this level, and others are rapidly approaching it. As soon as the large surplus stocks in the country have disappeared, we can expect them to reach a certain level and remain reasonably firm.

Most of us are in the Nursery business because we like it. We wouldn't know what else to do if we were out of it, and probably would not be happy in any other line of business. When we compare the condition of the plant industry with that of other businesses, we can feel thankful that we are Nurserymen.

## At "Unheard Of" Prices

Coming as it does at the height of the planting season, says the Augusta, Ga., Herald, Mayo & Leitner's announcement in today's Herald featuring their big cut price sale of shrubbery and other Nursery stock at the Hill Nursery on the Berckmans Road, will no doubt be welcome news.

The only factor to retard the great progress that has been recorded recently in the beautification of home grounds in Augusta and surrounding territory has been scarcity of money, and Mayo & Leitner feel sure that their offerings for the coming week will speedily remedy this situation.

"We are going to take care of this situation," says R. P. Mayo, "by supplying good sizes in strictly first class ornamentals at prices heretofore unheard of, and anyone who ever expects to plant anything will do well to take advantage of this opportunity. We are offering the pick from twenty-five acres of Nursery, propagated by the late M. W. Reid who was one of the master plant propagators of the country."

## COMING EVENTS

Feb. 15-16, annual meeting, Michigan Association of Nurserymen, Hotel Fort Shelby, Detroit.

Feb. 16, annual meeting, Wisconsin Nurserymen's Association, Republican Hotel, Milwaukee.

July 18-20, annual meeting, American Association of Nurserymen, Chicago, Ill.

July 1933, annual meeting, Pacific Coast Association of Nurserymen, Centralia, Wash.

Aug. 14, 1933, annual meeting, Virginia Nurserymen's Association, Alexandria.

Aug. 1933, annual meeting, Southern Nurserymen's Association, Jacksonville, Fla.

Aug. 1933, annual meeting, Arkansas Nurserymen's Association, Fayetteville.

Sept. 1, 1933, annual meeting, Association of Kansas Nurserymen, Lawrence.

Sept. 1933, annual meeting, Southwestern Association of Nurserymen, Marlin, Tex.

Sept. 1933, annual meeting, California Association of Nurserymen, Oakland.

Dec. 1933, annual meeting, Tennessee Nurserymen's Association, Nashville.

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## The Modern Nursery

By ALEX LAURIE  
and  
L. C. CHADWICK

For Nurserymen, florists—every one who grows or sells ornamental or fruit plants—it is as necessary as a mariner's chart to an ocean pilot. Commencing with a survey of the Nursery business, it contains chapters on the location and layout of the Nursery; tools; structures for propagation; soils and fertilizers; several chapters on the different methods of propagation, all containing the latest results of practical research; cultural practices; control of pests; storage, packing and grading; office management; selling methods; Nursery laws and quarantines; and plant patents.

A nurseryman says: "It will save some Nurserymen hundreds—perhaps thousands—of dollars this coming season to read the propagating tables alone."

An editor says: "No matter what literature a Nursery concern or an individual Nurseryman may have in his library, *The Modern Nursery* should be added."

A seed importer and wholesaler says: "The chapter on propagation from seed answers so many questions which we receive from customers that the book should be of immense value to those in or contemplating entering the Nursery trade."

The book contains 599 pages of tested information, with 110 illustrations and 70 useful tables. Based on actual practices of leading Nurserymen in every section of the country. If you use but one-tenth of its ideas you will get back your investment many times over."

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## Michigan Nurserymen Plan Important Convention

### Beauty Ways Project To Come Up For Discussion at Meeting—State Authorities Asked To Meet and Confer on Various Problems

At the annual meeting of the Michigan Association of Nurserymen, held at the Hotel Fort Shelby, Detroit, February 15-16, the following program was scheduled:

#### Feb. 15—Morning Meeting

9:00 a. m.—Meeting called to order by President. President's Address—Martin Frissel.

9:15 a. m.—Conference on Michigan Beautyways. Eminent authorities will speak on the desirability of this constructive program at this time. Representatives of the State Highway Landscape Department will speak on "A Michigan Beautyways Project from the Landscape Architect's Viewpoint." Various groups favoring the project will be represented.

12:30 p. m. Luncheon for Nurserymen and "Michigan Beautyways" Friends.

#### Afternoon Meeting

In charge of B. J. Manahan

2:00 p. m.—"What the Tourist Industry Means to Michigan." Edward Hyer of the State Highway Dept. Tourist Div.

3:00 p. m.—"Roadside Development." J. M. Bennett, Wayne Co. Supt. of Parks. Illustrated by colored slides.

"What Will More Beautiful Highways Mean to a State in which the tourist Industry Ranks Second Largest in the State." Discussion led by B. J. Manahan.

#### Evening Meeting

6:30 p. m.—Michigan Beautyways Banquet. Introduction of Postmaster by President.

Speakers: Geo. E. Bishop, Director Michigan Century of Progress Commission. 1933 Century of Progress Exhibition, Chicago. W. S. Carpenter, Director of Welfare, State of Michigan.

#### Feb. 16—Morning Meeting

10:00 a. m.—Report of the Secretary-Treasurer, N. I. W. Kriek. Report Japanese

Beetle Committee Report Legislative Comm. on proposed changes in law affecting the Nursery Business. Discussion on desirability to increase license fees.

10:30 a. m.—"What Can Be Done to Prevent Jap. Beetle Quarantine in Michigan in the Future?" Discussion led by Ralph Coryell.

10:50 a. m.—"The Michigan Law." E. C. Mandenberg, Chief State Nursery Inspector.

11:05 a. m.—Changes to be Proposed in Clarke-McNary Act. Prof. P. A. Herbert, Forestry Dept. Michigan State College. Discussion.

12:00 m.—Adjourn.

1:30 p. m.—Samuel T. Metzgar, New Commissioner of Agriculture.

1:50 p. m.—"How the M. S. C. Landscape Extension Department Operates." Prof. R. J. Baldwin, Dir. Extension Dept. Michigan State College.

2:50 p. m.—"Ways and Means to Bring About Further Progress for Michigan Nurserymen." Discussion led by Benjamin Greening.

3:30 p. m.—Election of Officers and Unfinished Business.

4:30 p. m.—Adjournment.

President Martin Frissel, of the Michigan Association, says regarding the Michigan Beautyways project:

"If there ever was an opportune time to accomplish a great project and at the same time solving at least one of our greatest and most pressing problems that time is now. This pressing problem is our unemployment. Many would say that the greatest curse connected with this evil is the loss of a payroll, which to a certain extent is true. But the loss of self respect of these thousands of unemployed by letting them work for work's sake is in my mind an infinitely

greater loss. Seldom are they given any creative or constructive work to do and that is what is needed most to help these already burdened men keep their self-respect. Let us seek something creative and constructive for these men to do—that we may prove our capacity as leaders, as well as have citizens of the state and nation stay decent, self-respecting, and law-abiding. We can put them to work on a program of Roadside Improvement which they will enjoy and will be proud to have had a hand in. Michigan has already made progress along these lines—let it be labor which will attain not only an immediate end but will bring a reward in beauty and enjoyment for all.

"The use of unemployment labor on Highway beautification projects ought to be regarded as a three-fold investment. It would be an investment in the self-respect of our good American citizens, and investment in the beauty of the country side, and an investment in the tourist trade.

"A program of "Beauty Ways" should be preceded by an accurate and thorough survey of the state which should be sponsored by a State Roadside Beautification Commission composed of capable men. The recommendations of this commission should show where vistas are to be opened, where additional right of way must be secured for vistas, locations for roadside parks, rest stops, parking and picnic spots. The survey should show locations for foot and bicycle paths, bridal trails where needed. How much grading is to be done, type of construction, where old pavements can be had to use in this construction, types of planting advisable, planting indicated to screen out ugliness, special features along the roadside to be acquired such, as natural bog or wild flower gardens, and other geographical

(Continued on page 65)

# New York Conference Benefits Nurserymen

Three-Day School at Cornell University, Ithaca, Attended By Nurserymen from Five States—Sales At Profit Theme of Nursery Course

THE Conference was attended by over seventy Nurserymen representing over fifty different Nurseries in New York, Ohio, Pennsylvania, Connecticut and Massachusetts. Much discussion was entered into by the Nurserymen at all times and the informal dinner meetings in the evenings proved an excellent opportunity for individual discussion. One evening Mr. Wendell F. Oliver of the Andorra Nurseries at Chestnut Hill, Pennsylvania, led a discussion on "Ways and Means of Increasing Sales"; and on another night the general topic of acid soil plants was approached with much enthusiasm. All in all it was a good conference, especially well attended for these times. Both visiting Nurserymen and university faculty entered into the spirit of "give and take," realizing full well that only in this way the most information could be obtained for everyone.

A summary of the addresses follows:

## The Business Situation

Dr. G. D. Warren gave a very interesting talk on the present business situation. He started by showing the common fallacy in the reasoning of many people as to the real cause for the present business situation. It has been commonly accepted by some that only the supply and demand for a product govern the price of that product, but there are actually four factors which govern the price of the product. They are the supply and demand for gold and the supply and demand for that product. If we use a compound fraction to express this relationship, we would have the supply of gold over the demand for gold as the numerator, and the supply of the product over the demand for that product as the denominator.

Consequently, overproduction is not the cause of the present business depression. By charts Dr. Warren was able to show that business has grown equally with the supply of gold (supply, not production, governing its value). Thirty-two countries have now left the gold standard, only the United States, Switzerland, and Holland remaining on it. France, though ostensibly still on the gold standard has revalued the franc to 1/5 of its former value. Belgium has revalued its gold standard to 1/7 its former value.

During a period after 1790 in George

Washington's administration, prices rose 70% on a hard money basis, simply because gold and silver were abundant. If, in George Washington's time, the Hoover price level had prevailed, there would probably have been no Union. Washington was able to make his reputation largely because of a rising price level.

An example that Dr. Warren used of the present situation was that of a young man buying a house a few years ago. At that time he went into debt a reasonable amount. Then the price level dropped and he was left in debt more than the house was worth. It was not his fault that this occurred.

The price level must now be raised to the debt level or the debt level must be lowered to the price level. This is a matter of grim reality that cannot be cured by psychology, confidence, or government lending.

We must choose between deflation and inflation, though both are bad.

In 1932 there has been less building than at any other time on record. In 1933 there will be still less. We may expect building to start again somewhere between 1935 and 1938, if the experience from past "depressions" is to be taken as a criterion.

## Nurseryman's Fertility Aim

Dr. E. L. Worthen at first explained a long-time program for keeping up the soil fertility. Then he emphasized the important point that this year, in which businesses of every kind are taking means to cut down expenses, the Nurseryman too, could adopt a short-time fertility program which would include:

1. Restricting the acreage by using only the best soil.
2. Improvement of idle land by cropping.
3. Keep down the cash outlay for purchasing fertilizing materials, particularly those which have not gone down in price.
4. Consider carefully those plants which may require certain definite soil conditions for their best development.

He suggested that in order for Nurserymen to get accurate tests for soil acidity, they send soil samples to their state experiment stations. He also stated that he believed the Nurseryman was not justified in buying farm manure in 1933 unless the soil is in a very low state of fertility or unless it is used in the production of plants that will return more profit than will be the average case in the Nursery. Farm manure is a long-time investment, and for immediate use (by the plants) the nitrogen in certain commercial fertilizers is cheaper.

It is doubtful if Nurserymen can justify the use of peat and other organic materials as fertilizers in 1933 except for certain special plants like rhododendrons and azaleas.

Three common sources of nitrogen are nitrate of soda, ammonium sulphate, and cyan-

amid. Bonemeal is not recommended for it is an expensive source of phosphorus. Sixteen per cent superphosphate is about the best material we have for supplying phosphorus. In 1933 plants should receive their fertilizers by side or top dressings rather than broadcast applications.

## Fruit Varieties That Pay

Though Dr. Harold B. Tukey was very sick he was able to send a paper to be read at the conference. This paper included some of the fruit varieties which in his estimation are deserving of mention for this year. Of course, the demand for standard types and varieties will continue.

**Peaches**—Golden Jubilee, Delicious, Vallant, Oriole, South Haven.

**Nectarines**—Quetta, Sure Crop, Hunter, John Rivers, Rivers Orange.

**Grapes**—Fredonia, Portland, Ontario, Seneca, Keuka.

**Plums**—American Mirabella, Imperial Epineuse, Stanley, Hall, Albion.

**Apples**—Cortland, Early McIntosh, Milton, Kendall, Macoun, Medina, Orleans, Newfane.

**Pears**—Gorham, Ovid, Willard, Pulteney, Cayuga.

**Raspberries**—Newburgh, June, Naples.

**Strawberries**—Clermont, Culver.

To sum up his remarks, Dr. Tukey states that the trend in new varieties is to replace varieties which no longer fit new market demands with those that do.

## Nomenclature or Identification

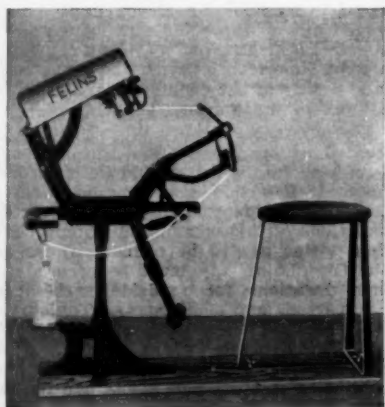
It was considered a real treat to hear Dr. Liberty H. Bailey again this year. Among other things he mentioned that not half of the plants of the earth are known and that there are one-half to three-fourths of a million species of plants already aside from horticultural varieties. He said that the old question of nomenclature is being over-emphasized and that many apparent confusions in nomenclature are merely matters of identification only. There is not nearly so much hybridization in nature as we have been led to believe and if we assume a large number of species in a genus we will be better off than if we assume comparatively few species. He also mentioned his new book on Conifers which is about to be published.

## State Reforestation

Mr. William G. Howard gave a very clear summary of the work of his department—the New York State Conservation Department. He explained fully how his department began selling seedling trees to a few private concerns in 1908 and how these sales increased at the same time as the Nursery industry of the state. In discussing the very important matter of sales to private individuals, Mr. Howard read two sections from the agreement which the purchaser of such

(Continued on page 66)

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# CONNECTICUT NURSERYMEN'S ASSOCIATION

A. E. St. John, Manchester, Sec'y.

The officers for 1933 elected at the twenty-sixth annual meeting held on January 18, are: President, Joel Barnes, Barnes Bros. Nursery, Yalesville; vice-president, Edward Kelley, New Canaan; secretary-treasurer, A. E. St. John, C. R. Burr & Co., Manchester; Chairman of executive committee, Henry Kelley, New Canaan; Entertainment, A. E. St. John; Membership and Publicity, George Harris, Manchester; Forest and State Park Conservation, F. S. Baker, Cheshire.

A balanced program had been arranged. The principal speaker, Thomas H. Desmond, "Landscape Architect," whose subject was to have been "Shoulder to Shoulder," could not be present on account of illness, so W. O. Filley, Forester of the Connecticut Forestry Department, gave an illustrated address with lantern slides on the "Future Prospects for State Forests, and State Parks in Connecticut." Dr. W. E. Britton, State Entomologist spoke of "Present Trends in Quarantines and Restrictive Regulations."

Dr. R. B. Friend of New Haven, was with us and his talk was "How to Control the European Pine Shoot Moth in Nursery Plantations." M. P. Zappe, Chief Inspector of Nurseries, spoke on "Nursery Sanitation."

L. H. Worthley and J. Peter Johnson, of the U. S. Department of Agriculture, outlined the "Japanese Beetle in its Present Status," showing map of restricted areas at the present time, and explaining the methods of checking the Japanese Beetle now being used with good results.

A resolution on the death of Kenneth Gillett, Nurseryman, Southwick, Mass., was drawn up and accepted.

A letter was sent to Lee A. Strong, Chief Bureau of Plant Quarantine, Washington, D. C., as follows: "The Connecticut Nurserymen's Association in convention assembled voted their appreciation of changes in Plant Quarantine laws and particularly the personal efforts of yourself and Mr. Worthley, all tending towards simplification and greater ease of fulfillment by members of our industry, who sincerely desire to cooperate to the fullest extent with your department."

The summer meeting arrangements were left to the Entertainment Committee.

A. E. St. John, Secy.

## Carl McGinney

The passing of Carl McGinney on Dec. 21, after nine years of illness, was deeply regretted by fellow Nurserymen and friends in the Tyler, Texas, district where he had spent his life. Though not very active in the affairs of the Nurserymen, he had until recently been a member of the Southwestern Association. He was 45 years of age. He is survived by his widow, son and two daughters. "Mr. McGinney was considered a mighty fine man who always tried to give his customers a fair, square deal," writes a Nurseryman from Tyler, where a brother, W. B. McGinney, is a prominent rose grower.

## Michigan Nurserymen Plan Convention

(Continued from page 63)

or botanical features of noteworthy character. The survey should also show roadways adaptable to parkway usage properly zoned as to business, and restrictions as to use of parkways by trucks. Special consideration should be given in the survey to plantings in their relation to snow removal.

"Economy is the watchword today. It should be preached and practiced. But to say that a program of this kind must wait until better days arrive is not economy. The largest item of expense, I would say—nineteenths is labor. Labor is crying for work, creative work—not charity. Our state, our counties, and our cities can employ thousands of men to good advantage in carrying out a program of this kind. Its main requirement is adequate planning and capable leadership."

Charles Heminger, La Marita Nursery, Bellflower, Cal., has imported during the last six months, birds from Germany, tulips from Holland, godetia from England, lilies from Japan, lilies of the valley from Germany and seeds from France.

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50,000 Chinese Elm (Ulmus Pumila)

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125,000 Chinese Elm Seedlings

9-12" up to 24-30"

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Nottingham, England

### New York Nursery Conference (Continued from page 64)

Nursery stock now signs when he purchases from the state Nurseries.

"2. That the trees are to be planted for the sole purpose of reforesting lands in the State of New York. That these trees will be planted and are not obtained for the purpose of sale, and will not be sold or given away with the roots thereon.

"3. That if I sell or offer the trees for sale for ornamental purposes, I shall become liable to the state for the payment of a penalty equal to three times the sale value of trees sold."

Mr. Howard pointed out that his department was cooperating in every way with the Nurserymen, that if he was given the name of any person violating this agreement he would take it up immediately with the Department of Justice for prosecuting such a person for the violation of a state law. He has heard some Nurserymen speak of such violations but he has never actually received the names of the people supposedly concerned.

In the discussion following Mr. Howard's talk it was shown that the Nurserymen approve of Mr. Howard's efforts in carrying out his duties. Nurserymen present from other states showed that New York State was a leader among other states in trying to control the output of state Nurseries for private individuals.

### Proper Roadside Planting

Mr. Gilmore D. Clarke gave a very interesting talk on the Westchester County Park work, immediately outside of New York City. He illustrated his talks with slides showing how ugly spots, even dump heaps and swamps, could be turned into beautiful park land when properly handled.

One of the most important points he emphasized was that in these times with the five and four-hour days coming into vogue, the public is going to have more and more time on its hands for leisure. In his work, this means more parks. To the Nurseryman it means that more and more people are going to turn to gardening in their spare time. More people are going to develop a need for beauty in the home grounds.

Mr. Clarke was able to show that it pays in dollars and cents to thoughtfully plan the highways of the future taking into thoughtful consideration the highway construction itself as well as the beauty of planting with which such highways should be lined.

[A fuller discussion of the events of the second day of the Conference, which was the occasion of the annual mid-winter convention of the New York Nurserymen's Association, appears on pages 37 and 45 of the February 1st issue of the *American Nurseryman*.]

Balance of Conference address summaries will appear in next issue.

### About the Dutch Elm Disease

(Continued from page 56)

Elms. European pathologists have shown that the Zelkova, an elm relative, the linden, and the black locust may be made to contract the disease by inoculating them with *Graphium ulmi*. Some plants may carry the fungus with their stems although they show no external disease symptoms. Artificial inoculation tests made in Germany indicate that the maple, oak, poplar, ash, hackberry and some elm species may harbor the fungus in this manner.

Although Europe is usually referred to as the home of the Dutch elm disease, it is pos-

sible that the disease did not originate there. The behavior of the Asiatic elms toward this disease is very similar to that of the Asiatic chestnuts toward chestnut blight. Some of these elms when artificially inoculated with *Graphium ulmi* have shown high resistance. However, although they may show no external symptoms of the disease, they may carry the fungus in their stems. It may seem contradictory to suspect, as carriers of the disease, the Asiatic elms which are sometimes recommended to replace the susceptible American and European elms. Nevertheless, it is possible that the disease has existed for a long time in the Far East and has been introduced into other areas by the movement of Asiatic elms and related plants.

With so few cases having been found, there is not much that can be said definitely about the spread of the disease in America. The seven elms in Cleveland were grouped in one general area, but yet at such distances apart that it does not seem probable that any one of these trees was a center of infection from the other six. There is evidence, however, that the disease did spread from one of the trees to a neighboring tree. The location and destruction of a focal center of the disease in America is one of our many unsolved problems.

### Disease Resistant Varieties

When faced with the danger of the Dutch elm disease destroying the common elms, some attention has been given by the Europeans to the planting and developing of elms which are immune or highly resistant to the disease. They have collected some data on the susceptibility and resistance of most of the species and varieties of elms. Their tests indicate that all our native American species are susceptible, whereas some European varieties are somewhat resistant to the Dutch elm disease. They have further shown that some of the Asiatic elm possess sufficiently high resistance to merit further study. They believe, however, that a final statement on the resistance of these varieties cannot be made at this time. Every year some varieties which were formerly thought to be disease resistant have been made to contract the disease by artificially inoculating them with *Graphium ulmi*.

Among those elms which have been pointed out as showing high resistance are four species which may be of interest to American Nurserymen. *Ulmus hollandica* (Mill.) var. *vegeta*, Rehd., commonly called the Huntingdon elm, is probably the most desirable of the group. It is a tall tree with decurrent branching resembling somewhat the American elm except that it may have lower branching and a greater tendency toward suckering. It has been reported more often than any other European elm as showing a high degree of resistance to the Dutch elm disease. *U. foliacea* (Gillb.) var. *dampieri*, Rehd. is a medium-sized tree with a straight trunk and pyramidal crown. Its leaves are nearly smooth, dark green, and somewhat smaller than those of the American elm. Although not showing a high degree of resistance, it is recommended as a replacement for the highly susceptible Wheatley elm (*U. foliacea* var. *wheatleyi*, Rehd. *U. pumila* Linn. is one of the most promising Asiatic elms. It is a very finely branched tree with small leaves which seldom reaches a great

height. This tree has been planted in America since 1908, and appears to be well adapted to our climate. However, since it is a fast-growing tree and its wood is very brittle, it may suffer somewhat from winter injury and storm damage when planted in exposed sites. *U. wilsoniana* Schneid., in a very few artificial inoculation tests, has shown high resistance to the Dutch elm disease. The graceful, weeping habit and long, shiny leaves of this Asiatic elm make it suitable for planting in parks and lawns. However, owing to its drooping branches it is not desirable as a street tree.

### Experimental Nursery Established

An experimental Nursery of about 2,000 elms and related trees, to supply material for use in Dutch elm disease investigation, has been established at Wooster. Data on the reaction of the various species and varieties of elm to our climatic and soil conditions and elm diseases other than the Dutch elm disease are being secured. Some of these trees may be brought into the greenhouse for inoculation, but the majority of them will be allowed to become established in the Nursery and be used for any disease resistance studies that may be undertaken later. To make this Nursery as complete as possible, it is desired that all Nurserymen having on hand any of the uncommon species and varieties of elm inform the Dutch Elm Disease Laboratory.

The development of resistant varieties may ultimately become a major part of the Dutch elm disease investigation in America. However, with the disease in its present status, it seems advisable to continue to place particular emphasis on the eradication of the disease. The location and destruction of the original source of the fungus and all diseased trees in America appears to be the most practical way to combat the Dutch elm diseases. American Nurserymen can do an invaluable service to themselves and to tree-loving people by assisting the governmental agencies in this fight to eradicate the disease and save the beautiful elms in America.

The winter meeting of the New Jersey Nurserymen's Association will be held at the Grand Hotel, Hoboken, February 28, starting at 10:30. Among the items on the program will be a discussion of licensing of Nurserymen and flower show participation by Nurserymen.

John S. Kerr Nursery Co., Sherman, Tex., has been purchased by J. V. Smith and H. G. Tucker. Mr. Smith, who was associated with the late John S. Kerr, pioneer Texas Nurseryman, for a number of years, has been manager of the business since Mr. Kerr's death.

NORWAY MAPLE 1 1/2"-2" cal. \$1.25. Norway Maple 6-7' to line out \$45 per 100. Frank G. Long, New Carlisle, Ohio.

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*Buxus suffruticosa* and *B. sempervirens*. Selected uniform plants; bushy and foliaged to center; masses of fibrous roots. Finished specimens from 4 inches up, ready for quick shipment. Prices lower, plants larger. Ask for special list. CANTERBURY NURSERIES, Inc., Box A, Easton, Md.

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## Seconds the Motion For Repeal

Editor American Nurseryman:

An article by another western Nurseryman on the repeal of the Clarke-McNary law, in the January 15 issue of your publication, interested me very much. Are western Nurserymen the only ones who are alive to the menace of these Government subsidized institutions? I have yet to hear a cheep from an eastern source.

My interest in the matter arises from the fact that we have one of these institutions in our midst. Missoula is the seat of the State University and Forestry School, and the latter branch was selected as the custodian and mentor of this illegitimate child of the Government. How does it work? All classes of shelter belt stock are grown and sold at a common price, regardless of the care and time necessary for their production. For instance, here they grow thousands of Colorado Blue Spruce seedlings as shelter-belt stock, two years in the seed bed, then transplanted and grown two years more, then dug and sold at the same price as Chinese Elm seedlings produced in one year. Can you imagine what is going to happen when these trees attain to a size to show their true characteristics? Some smart farmer is going to wake up to the fact that he has a gold mine in his shelter belt, and who is going to stop him from realizing on it?

At first these trees were freely given away by the custodian and employees to any friend they chose to favor, but we made such a protest that this has been stopped to some extent; still hundreds of plants yearly find their way on to the lots of city dwellers. All this, of course, means a direct loss to the local Nurseryman. Economically it is wrong, for too much of the capital is eaten up in salaries. Here the manager receives \$1500 per year in addition to his compensation as a forestry school professor, another professor receives \$1000 as assistant manager, another man is hired at \$5.00 per day to do the work of managing the Nursery. Forestry school students are employed exclusively as laborers, which may or may not be objectionable as you may look at the matter. My own opinion is that the state could take the money now spent and buy in the open market all the stock used in this state for planting and save money on the operation.

Let us have more agitation of this question and see if we cannot get this law repealed.

W. E. McMurry

Missoula, Mont.

Jan. 25, 1933

### Bankruptcy Schedules

Hudson Nurseries, Inc. 60 E. 42 St., New York City. Liabilities \$63,801; assets \$60,200.

Cecil C. McKay, Nurseryman, Geneva, N. Y., Voluntary petition. Liabilities \$29,687.95; assets \$100 and secured claims \$16,800.

Louis Van Kleeef, Nurseryman, 70 Lafayette St., Englewood, N. J. Liabilities \$2,952.19; assets \$1850.

### Lee T. Hendrix

Lee T. Hendrix, of Hendrix and Glass, Farmersville, Texas, passed away at his home January 23. He had been in a hospital in San Antonio for several months and had only been home one day when death occurred. Mr. Hendrix was held in high esteem by his fellow townsmen as well as his fellow Nurserymen and florists. He had twice been mayor of Farmersville, and was a member of the Texas State Florists Association as well as the Southwestern Association of Nurserymen. For twenty years he and Mr. Lige Glass had conducted a Nursery and florist business in Farmersville.

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Be done forever with light and scattered stands, idle land and costly experimentation.

Line out stock that will give you 85 and 100% stands in the field... Full rows mean economy; no idle land, stock up to size when needed and value received for your money.

Furthermore: buy where the supply is ample, the selection large and the grades and varieties are choice.

Our Fall 1932 LINING OUT STOCK LIST offers a complete line of hardy deciduous and coniferous ornamentals in lining out grades. Prices are consistent with the times and quality of stock offered.

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BIRCH,	Cut Leaf Weeping		
	European White		
CRAB,	Flowering		
CHERRY,	Flowering	ELM,	Moline
	Weeping	MAPLE,	Norway
ELM,	American		Schwedleri
	Chinese		Sugar

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THE ONLY HARDY UPRIGHT YEW  
Should supercede Arborvitae for hedge purposes

**AZALEAS** (EVERGREEN & DECIDUOUS)

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**SHADE TREES**  
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	100	1000
<i>Juniperus chinensis albovariegata</i> (White Leaf Chinese Juniper) ..	\$25.00	\$200.00
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<i>Juniperus virginiana glauca</i> (Silver Redcedar) .....	25.00	200.00
<i>Juniper virginiana pyramidalis hilli</i> (Hill Dundee Juniper) .....	25.00	200.00
<i>Juniperus virginiana schottii</i> (Schott Redcedar) .....	25.00	200.00

25 of the same variety and size at the 100 rate; 250 at the 1000 rate.

We allow 3% discount and box free when cash accompanies order.

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